

International Forum:

Australia

Are You Prepared to Do Business with International Clients?

Learn the languages used, history, culture and correct etiquette for Australian clients. Trends focus on the profile and volume of the international clients who purchased U.S. residential property from Australia in our region.

Other areas of focus include:

- How do you greet?
- Who in the family makes the decisions?
- How is real estate sold and negotiated in Australia?
- How is the agent paid in Australia?
- What is the appropriate way to get referrals in Australia?
- Typical financing requirements and purchasing approaches
- Types of VISA's required to purchase in the U.S.

Understand Agriculture Investment

Loudoun County is one of the Agricultural centers in Virginia. Come learn about Australia's foreign investment policy around agriculture.

Working with Foreign Buyers & Sellers:

Working with international clients presents challenges not necessarily encountered on a typical deal.

**Thank you to
our sponsors:**



November 1, 2019
9:30 AM to 12:30 PM
\$15 Members / \$25 non-members

Speakers:

Harry Yazbek
Broker, Author

Rob Williams
MLA

Keith Barrett, Esq.
VESTA Settlements





International Forum - *Australia* *November 1, 2019*

Class Registration Form

NAME: _____ FIRM: _____

ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____

PHONE: _____ EMAIL: _____

LICENSE NO: _____ LICENSE EXP. DATE: _____

Class 1: _____ Class 3: _____

Class 2: _____ Class 4: _____

Payment Method:
\$15 Members / \$25 non-members

TOTAL DUE: \$ _____ **VISA** **MC** **AMEX** **CHECK #** _____

CC#: _____ Exp. Date: ___/___/___ CSC: _____

Cardholder: _____

Signature: _____

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Questions? Contact Teresa Kirkhart at tkirkhart@dullesarea.com / (571) 291-9805.

Or Register Online at dullesarea.com